



CHESAPEAKE BAY FOUNDATION
Saving a National Treasure

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Postal Regulatory Commission
901 New York Avenue NW
Suite 200
Washington, DC 20268

POSTAL REGULATORY
COMMISSION
U.S. DEPARTMENT OF JUSTICE

RE: Docket RM2017-3

Dear Commissioners:

I am writing on behalf of The Chesapeake Bay Foundation (CBF) in response to the Postal Service's intention to roll out new and complicated formulas that will allow for large postal rate hikes in the range of 28-40%.

CBF is located in Annapolis, MD with regional offices in MD, PA, DC, VA and 15 education centers in the Chesapeake region. Founded in 1967, the Chesapeake Bay Foundation is the largest independent conservation organization dedicated solely to saving the Chesapeake Bay.

We have an active membership base of more than 300,000 members and we raise 70% of our membership-level revenue through direct mail. In a typical year, CBF mails 3,500,000 pieces of mail. Even a modest increase in postage can be a hardship for a non-profit of our size—double digit increases would have an unsustainable effect on our net revenue. We would be forced to cut direct mail and invest in other, less costly channels.

We, like other nonprofit mailers, have long relied on our partnership with the Postal Regulatory Commission. We urge you to justify our reliance by declining to move this proposal any further.

Sincerely,

Danielle Green
Director of Membership